

STRATEGIC PLANNING WORKSHOPS

What Game are We Playing?	What Does Winning Look Like?	Select and Refine Strategic Options	Review and Commit to Plan	Cascade to Organization
<ul style="list-style-type: none"> • Current situation • New learnings – customer, market, etc. • Identify external drivers and internal gaps and resulting strategic implications 	<ul style="list-style-type: none"> • Winning aspiration • Where to play • How to win • Define what winning looks like • Brainstorm strategic options and initiatives to close gaps vs. what winning looks like 	<ul style="list-style-type: none"> • Select highest value initiatives • Iterative process to refine initiatives and determine “how” to achieve including actions, organizational gaps, KPIs, budget, etc. • Test and validate strategic choices 	<ul style="list-style-type: none"> • Complete and consolidate strategic initiative plans • Organizational review • Develop financials 	<ul style="list-style-type: none"> • Develop communication plan • Cascade KPIs and strategic initiatives to organization • Develop detailed actions plans • Process to monitor and track performance

WORKSHOPS (ON-SITE OR VIRTUAL OPTIONS AVAILABLE)

7 WORKSHOPS	DELIVERABLES
1. KICKOFF	Review prior year strategic initiatives and progress to date Deep dive on pre-work completed to date and gaps to fill Initial alignment on target segmentations Update action plan and timelines
2. WORKING SESSION (EXTERNAL DRIVERS)	Leadership team working session What game are we playing? External drivers and strategic implications What does winning look like?
3. PREPARATION	Prepare strategic initiatives Refine segmentations, strategic plan, and set up slides Coach initiative owners & support on segmentation and strat plan build
4. WORKING SESSION (GAP ANALYSIS)	Leadership team working session Review strat plan set ups: segmentation, research, etc. Review strategic initiatives: QC content: org capacity, capability, and budget implications Gap analysis & next steps
5. STRATEGIC INITIATIVES	Complete strategic initiatives Develop strat plan financials Assemble draft strat presentation Coach on strategic initiatives & support on plan financials & draft presentation
6. WALKTHROUGHS	Strat plan walkthrough Financials review Gap analysis and next steps
7. FINALIZE PLAN	Final plan presentation Organizational review and action plan Strategy deployment plan and cadence of review



STRATEGIC PLANNING WORKSHOPS

WHAT IS STRATEGIC PLANNING?

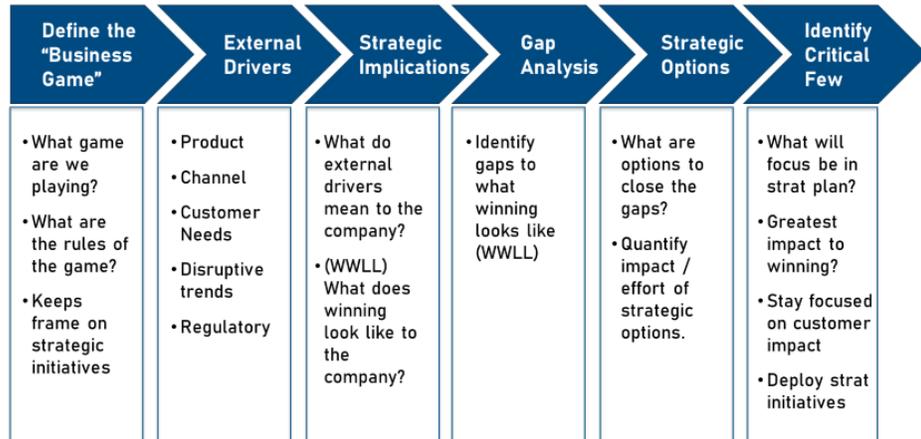
- Strategic planning is an organization's process of defining its strategy, or direction, and making decisions on allocating its resources to pursue this strategy.
- Strategy is an integrated set of choices that positions a firm to win. The firm chooses to do some things—and not others—based on a data-driven process that reveals and compares alternative paths.
- The objective of Strategic Planning is to gain sustainable advantage over rivals.

WHAT IS THE STRATEGIC PLANNING PROCESS?

Strategic Planning sets the road map of what you want to achieve



A TYPICAL PLANNING CYCLE



REQUEST A CONSULT:
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How do I get started?

Schedule a
Strategic Planning Workshop

Take the first step toward workspace transformation. Contact us today to schedule a consultation and discover how Strategic Planning can elevate your organization's operations.



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